BOX CONTRIBUTION FOR MARLBORO RED & MEDIUM (RETAIL SALES VS INVENTORY)

IMM NOVEMBER 1991

	MARLBORO RED RET. SALES	MEDIUM RET.SALES	MEDIUM TINV	MEDIUM TVINV	MEDIUM TNNVINV
TOTAL U.S.	53.04	54.76	45.27	45.00	45.87
REGION 1	81.56	66.98	53.65	53.07	55.15
SECTION 11	89.76	68.16	57.84	53.74	67.45
SECTION 12	88.44	71.72	60.34	57.27	66.87
SECTION 13	56.64	57.27	50.34	53.50	36.77
SECTION 14	82.67	54.07	58.37	51.02	73.81
SECTION 15	89.63	82.26	52.27	44.34	81.37
SECTION 16	84.82	70.03	47.01	50.87	42.90
REGION 2	47.10	50.80	40.33	39.85	41.71
SECTION 21	73.20	59.19	37.46	32.13	35.35
SECTION 22	37.47	40.15	31.28	33.06	27.41
SECTION 23	17.23	32.69	48.01	55.49	19.66
SECTION 24	45.24	56.78	41.47	37.36	51.59
SECTION 25	40.65	48.05	46.99	42.58	59.49
SECTION 26	65.00	71.60	45.97	45.96	45.98
REGION 3	34.87	53.99	42.74	43.46	41.68
SECTION 31	19.57	47.25	43.63	41.76	50.06
SECTION 32	49.73	66.21	45.60	29.22	72.86
SECTION 33	31.17	48.75	43.11	45.85	33.66
SECTION 34	36.79	56.38	42.18	47.72	29.51
SECTION 35	32.70	52.31	41.27	42.18	40.52
SECTION 36	49.86	60.38	42.94	44.06	42.47
REGION 4	32.30	46.28	45.55	43.11	50.55
SECTION 41	28.71	47.21	45.19	42.66	49.15
SECTION 42	24.28	34.23	45.24	44.59	46.51
SECTION 43	44.29	50.29	46.77	38.75	55.31
SECTION 44	55.45	64.68	47.87	46.38	55.25
SECTION 45	15.05	36.65	39.39	40.64	30.56
SECTION 46	25.93	39.59	47.25	48.60	45.53
REGION 5	63.50	57.87	46.12	47.25	43.14
SECTION 51	46.98	55.83	43.43	44.72	40.03
SECTION 52	44.98	52.12	40.08	41.94	31.41
SECTION 53	87.78	65.66	52.12	53.79	48.43
SECTION 54	37.53	54.46	56.95	51.11	63.77
SECTION 55	84.89	64.98	47.32	44.14	57.15

2045076394

Source: https://www.industrydocuments.ucsf.edu/docs/rqwn0004

BOX CONTRIBUTION FOR MARLBORO RED & MEDIUM (RETAIL SALES VS INVENTORY)

3MM NOVEMBER '991

	MARLBORO RED RET. SALES	MEDIUM RET.SALES	MEDIUM TINV	MEDIUM TVINV	MEDIUM TNNVINV
TOTAL U.S.	52.86	54.67	45.28	45.64	44.58
REGION 1	81.16	66.07	52.89	52.04	54.59
SECTION 11	88.04	69.89	58.96	54.23	66.86
SECTION 12	88.07	67.93	54.95	54.16	56.24
SECTION 13	55.49	56.74	48.23	50.17	43.51
SECTION 14	84.21	56.31	63.61	61.17	67.66
SECTION 15	89.71	79.65	50.87	46.67	62.29
SECTION 16	86.21	70.47	50.55	49.72	51.38
REGION 2	46.51	51.73	40.01	40.86	38.33
SECTION 21	71.11	58.66	36.88	39.34	43.68
SECTION 22	34.11	40.32	35.94	38.22	33.39
SECTION 23	18.08	43.86	46.13	49.54	32.32
SECTION 24	45.39	55.82	39.21	38.74	40.18
SECTION 25	41.46	52.00	43.91	42.45	47.59
SECTION 26	70.49	58.36	51.03	43.41	59.91
REGION 3	34.80	50.68	44.30	45.69	42.28
SECTION 31	19.92	44.59	43.64	42.71	45.86
SECTION 32	47.64	57.63	48.68	49.57	52.48
SECTION 33	31.86	48.38	45.01	47.59	37.92
SECTION 34	35.80	54.20	44.93	46.74	39.78
SECTION 35	32.23	47.99	38.90	41.79	36.56
SECTION 36	50.17	52.58	46.28	41.72	48.67
REGION 4	32.77	47.61	43.78	43.89	43.56
SECTION 41	30.41	51.19	42.96	41.99	44.46
SECTION 42	26.06	36.53	41.67	43.56	38.88
SECTION 43	42.49	52.83	42.64	43.78	41.06
SECTION 44	55.78	60.51	49.76	47.72	58.75
SECTION 45	15.81	37.31	42.12	40.23	49.31
SECTION 46	25.21	38.89	45.55	47.00	43.02
REGION 5	62.95	59.70	48.53	48.02	49.86
SECTION 51	45.39	54.95	45.37	44.27	48.19
SECTION 52	42.86	51.39	40.98	41.23	40.10
SECTION 53	87.94	66.47	56.77	57.00	56.04
SECTION 54	38.01	51.79	52.84	50.27	57.66
SECTION 55	84.43	71.06	52.45	48.82	59.34

2045076395

Source: https://www.industrydocuments.ucsf.edu/docs/rqwn0004

BOX CONTRIBUTION FOR MARLBORO RED & MEDIUM (RETAIL SALES VS INVENTORY)

6MM NOVEMBER 1991

	MARLBORO RED RET. SALES	MEDIUM RET.SALES	MEDIUM TINV	MEDIUM TVINV	MEDIUM INNVINV
TOTAL U.S.	52.35	54.60	45.55	45.38	45.87
REGION 1	80.97	64.68	51.64	49.74	55.37
SECTION 11	87.79	67.79	57.95	51.43	67.51
SECTION 12	87.91	68.70	54.68	55.26	53.81
SECTION 13	57.20	56.88	46.85	46.80	46.97
SECTION 14	85.24	55.17	63.34	61.52	66.86
SECTION 15	88.69	76.95	52.57	49.93	59.64
SECTION 16	84.01	67.29	48.11	46.91	49.96
REGION 2	45.19	53.32	41.96	42.29	41.39
SECTION 21	69.71	59.30	37.75	35.96	43.94
SECTION 22	32.40	41.36	39.91	39.93	39.90
SECTION 23	18.86	45.00	48.43	51.02	36.36
SECTION 24	42.07	56.97	39.81	39.51	40.33
SECTION 25	39.55	53.63	46.35	43.65	51.60
SECTION 26	72.70	60.12	49.25	45.05	55.66
REGION 3	35.10	50.60	44.56	45.33	43.43
SECTION 31	20.05	43.30	44.29	43.35	46.08
SECTION 32	47.94	54.88	48.89	46.89	51.64
SECTION 33	32.01	48.83	45.60	47.63	40.77
SECTION 34	35.77	53.67	44.20	44.97	42.10
SECTION 35	32.02	50.20	39.31	43.32	36.09
SECTION 36	51.12	51.77	45.84	39.50	49.39
REGION 4	32.95	48.57	44.20	43.65	45.16
SECTION 41	30.37	50.24	44.39	43.69	45.40
SECTION 42	25.98	39.08	41.89	41.45	42.42
SECTION 43	43.34	52.10	43.39	43.32	43.48
SECTION 44	55.58	59.19	48.52	46.62	54.98
SECTION 45	15.99	40.38	41.26	41.16	41.52
SECTION 46	25.16	42.18	45.17	45.97	43.90
REGION 5	61.89	57.91	46.39	47.52	50.76
SECTION 51	43.65	54.13	44.77	43.77	47.56
SECTION 52	42.51	50.76	42.90	43.47	40.73
SECTION 53	86.57	63.65	53.32	53.66	52.31
SECTION 54	39.11	53.77	52.12	50.67	56.74
SECTION 55	84.79	66.67	55.48	50.34	65.05

2045076396

Source: https://www.industrydocuments.ucsf.edu/docs/rqwn0004